

## GC CyberExplorer<sup>SM</sup> Gateway

# Optimizing Your Portfolio Through Dynamic Benchmarking

GC CyberExplorer<sup>SM</sup> Gateway, the industry's first interactive cyber benchmarking dashboard, empowers insurance companies with real-time peer insights to make informed business strategy decisions. Through GC CyberExplorer<sup>SM</sup> Gateway, Guy Carpenter cyber clients now have exclusive direct access to superior exposure analytics and unparalleled market intelligence.

### ONE OF A KIND CLIENT-ACCESSIBLE PLATFORM WITH UNIQUE FEATURES



#### Flexible Architecture That Enables Customization

- Explore portfolio composition relative to peer group and industry
- Understand potential for outsized accumulation in specific segments
- Create tailored peer group for most impactful comparison using:
  - Revenue
  - Region of domicile
  - Industry sector
  - Policy limit and attachment



#### Under the Hood Portfolio Insights

- Achieve higher visibility of your book for informed underwriting decisions
- Identify strengths in exposure composition for optimal positioning in the reinsurance market
- Portfolio details at your fingertips:
  - Organization size profile
  - Industry sector concentration
  - Region distribution
  - Coverage terms

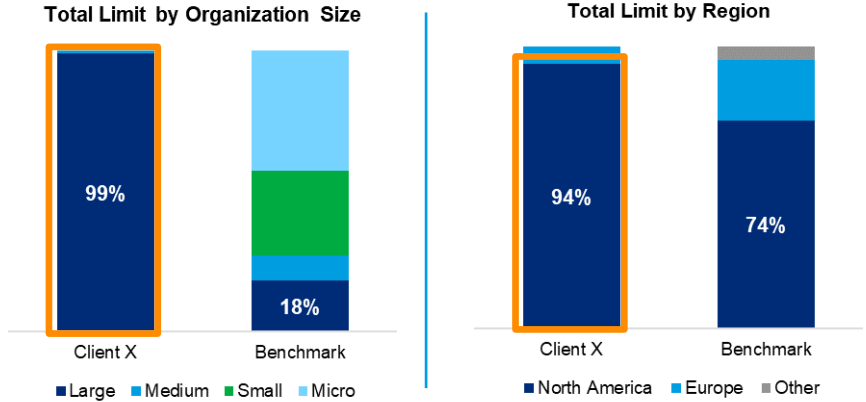
# Deep-Diving into Your Portfolio Using GC CyberExplorer<sup>SM</sup> Gateway

Cyber carriers' senior management and key decision makers can use the Gateway dashboards to analyze their portfolio from various angles, answer strategic questions real-time, and make business decisions with increased confidence.

## Step 1. Understand the Universe

**“Is my portfolio different from the broader market?”**

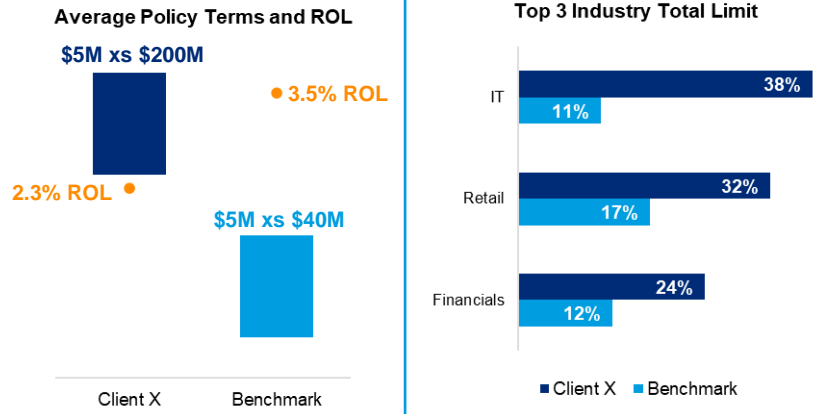
Compare Client X versus the entire cyber industry by region, organization size, and sector to identify areas of concentration and growth opportunities.



## Step 2. Understand Your Differentiators

**“In my existing focus areas, what makes my book distinctive?”**

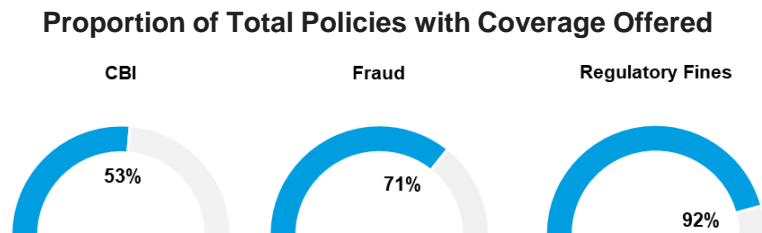
Filter on Client X’s areas of concentration (Large risks, North America) to dig deeper and identify distinctive portfolio characteristics, e.g. limit, attachment point, and rate on line.



## Step 3. Understand Your Opportunities

**“How do I create a competitive edge in areas I want to grow into?”**

Filter on areas where Client X is currently underweight (SME, Rest of World), to craft an underwriting strategy informed by market intelligence, e.g. standard coverage terms offered.



## Working with Guy Carpenter’s Cyber Team to Generate More Bespoke Benchmarking Insights

We invite you to leverage GC CyberExplorer<sup>SM</sup> Gateway to experiment and establish benchmarking views of interest. The GC Cyber team is on-hand to help you drill down into additional perspectives including historical performance, modeled loss metrics, and reinsurance buying behavior.

## Contact us

**Guy Carpenter Cyber Team**

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### About Guy Carpenter

Guy Carpenter & Company, LLC is a leading global risk and reinsurance specialist with 3,400 professionals in over 60 offices around the world. Guy Carpenter delivers a powerful combination of broking expertise, trusted strategic advisory services and industry-leading analytics to help clients adapt to emerging opportunities and achieve profitable growth. Guy Carpenter is a business of Marsh McLennan (NYSE: MMC), the world's leading professional services firm in the areas of risk, strategy and people. The Company's 86,000 colleagues advise clients in 130 countries. With annual revenue of over \$20 billion, Marsh McLennan helps clients navigate an increasingly dynamic and complex environment through four market-leading businesses including Marsh, Mercer and Oliver Wyman. For more information, visit [www.guycarp.com](http://www.guycarp.com) and follow us on LinkedIn and Twitter.

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